AP Psychology Final

Psychology – The scientific study of behavior and mental processes

**Brief History**

Wilhelm Wundt – established the first psychology laboratory at the University of Leipzig

Structuralism – an early school of psychology that used introspection to explore the elemental structure of the human mind

Functionalism – focused on how mental and behavioral processes function – how they enable the organism to adapt, survive and flourish

William James – developed the philosophy of pragmatism/functionalism

Gestalt psychology – our tendency to integrate pieces of info into meaningful wholes

Psychoanalysis – Freud’s theory of personality and therapeutic technique that attributes thoughts and actions to unconscious motives and conflicts

**Current Views of Psychology**

Cognitive – how we encode, process, store, and retrieve information

Neurobiology – how the body and brain enable emotions, memories, and sensory experiences

Behaviorism – how we learn observable responses

Humanism – historically significant perspective that emphasized the growth potential of healthy people

Psychodynamic – how behavior springs from unconscious drives and conflicts

Socio-cultural – how behavior and thinking vary across situations and cultures

**Terms and Definitions**

Charles Darwin – natural selection principle, his theory explained animal structures and emotional expressions, natural selection shapes behaviors as well as bodies

Wilhelm Wundt – *See in Brief History*

Introspection - the act or process of self-examination, or inspection of one's own thoughts and feelings

Structuralism – *See in Brief History*

Sigmund Freud – famed personality theorist and therapist, whose controversial ideas influences humanity’s self-understanding

William James – *See in Brief History*

Functionalist – explores down-to-earth emotions, memories, will power, habits, and moment-to-moment streams of consciousness

John B Watson – championed psychology as the science of behavior and demonstrated conditioned responses on a baby who became famous as “Little Albert”

Gestalt psychology – *See in Brief History*

Neurobiological – *See in Current Views of Psychology*

B. F. Skinner – a leading behaviorist, who rejected introspection and studied how consequences shape behavior

Humanistic approach –

Carl Rogers – emphasized the importance of current environmental influences on growth potential, and the importance of meeting our needs for love and acceptance (Humanistic psychology)

Psychoanalysis – *See in Brief History*

Cognitive approach –

Socio-Cultural Approach –

Placebo – effect experiment results caused by expectations alone

Double-Blind procedure – an experimental procedure in which both the research participants and the research staff are ignorant (blind) about whether the research participants have received the treatment or a placebo

Hypothesis – a testable prediction, often implied by a theory

Subjects –

Independent variable – the experimental factor that is manipulated; the variable whose effect is being studied

Dependent variable – the outcome factor; the variable that may change in response to manipulations of the independent variable

Confounding variable – a variable whose unwanted effect on the dependent variable might be confused with that of the independent variable

Field Experiments – studies which are carried out in the natural environment

Experimental group – a group of subjects that are exposed to the variable of a control experiment

Control group – a group of subjects closely resembling the treatment group in many demographic variables but not receiving the active medication or factor under study and thereby serving as a comparison group when treatment results are evaluated

Survey – a technique for ascertaining the self-reported attitudes or behaviors of people, usually by questioning a representative, random sample of them

Sample - a group drawn from a larger population and used to estimate the characteristics of the whole population

Naturalistic observation – observing and recording behavior in naturally occurring situations without trying to manipulate and control the situation

Interview – a conversation, or questioning, for the purpose of eliciting information

Case study method – an observation technique in which one person is studied in depth in the hope of revealing universal principles

Cross-sectional method – a study in which people of different ages are compared with one another

Longitudinal method – research in which the same people are restudied and retested over a long period

Reliability – the extent to which a test yields consistent results, as assessed by the consistency of scores on two halves of the test, on alternate forms of the test, or on retesting

Validity – the extent to which a test measures or predicts what it is supposed to

Construct validity – the construct [validity](http://www.statistics.com/resources/glossary/v/validity.php) of a survey that measures how well the instrument performs in practice

Criterion-related validity – the behavior that a test is designed to predict; the measure used in defining whether the test has predictive validity

Informed consent – consent by a person to undergo to participate in an experiment after the person understands the risks involved

**Social Psychology**

Attribution Theory – suggests how we explain someone’s behavior by crediting either the situation of the person’s disposition

Fundamental Attribution Error – the tendency for observers, when analyzing another’s behavior, to underestimate the impact of the situation and to overestimate the impact of personal disposition

Foot in the Door Phenomenon – the tendency for people who have first agreed to a small request to comply later with a larger request

Cognitive Dissonance – the theory that we act to reduce the discomfort (dissonance) we feel when two of our thoughts (cognitions) are inconsistent

Conformity – adjusting one’s behavior or thinking to coincide with a group standard

Social Facilitation – stronger responses on simple or well-earned tasks in the presence of others

Social Loafing – the tendency for people in a group to exert less effort when pooling their efforts toward attaining a common goal than when individually accountable

Deindividuation – the loss of self-awareness and self-restraint occurring in group situations that foster arousal and anonymity

Group Polarization – the enhancement of a group’s prevailing inclinations through discussion within the group

Groupthink – the mode of thinking that occurs when the desire for harmony in a decision-making group overrides a realistic appraisal of alternatives

Prejudice – an unjustifiable (and usually negative) attitude toward a group and its members, generally involves stereotyped beliefs, negative feelings, and a predisposition to discriminatory action

Stereotype – a generalized (sometimes accurate but often overgeneralized) belief about a group of people

Discrimination – unjustifiable negative behavior toward a group or its members

Ingroup/Outgroup bias – the tendency to favor one’s own group/those perceived as different or apart from one’s ingroup

Just World Phenomenon – the tendency of people to believe the world is just and that people therefore get what they deserve and deserve what they get

Frustration-Aggression Principle – the principle that frustration- the blocking of an attempt to achieve some goal – creates anger, which can generate aggression

Social Trap – a situation in which the conflicting parties, by each rationally pursuing their self-interest, become caught in mutually destructive behavior

Mere Exposure Effect – the phenomenon that repeated exposure to novel stimuli increases liking of them

Altruism – unselfish regard for the welfare of others

Bystander Effect – the tendency for any given bystander to be less likely to give aid if other bystanders are present

**Learning**

Classical Conditioning – a type of learning in which an organism comes to associate stimuli, a neutral stimulus that signals an unconditioned stimulus (US) begins to produce a response that anticipates and prepares for the unconditioned stimulus, also called Pavlovian or respondent conditioning

* Acquisition phase – the initial stage in classical conditioning; the phases associating a neutral stimulus with an unconditioned stimulus so that the neutral stimulus comes to elicit a conditioned response, in operant condition, the strengthening of a reinforced response
* Generalization – the tendency, once a response has been conditioned, for stimuli similar to the conditioned stimulus to elicit similar responses
* Discrimination – in classical conditioning, the learned ability to distinguish between a conditioned stimulus and stimuli that do not signal an unconditioned stimulus
* Extinction – the diminishing of a conditioned response; occurs in classical conditioning when an unconditioned stimulus (US) does not follow a conditioned stimulus (CS); occurs in operant conditioning when a response is no longer reinforced
* Spontaneous recovery – the reappearance, after a pause, of an extinguished conditioned response

Ivan Pavlov – pioneered the study of learning, novel experiments of classical conditioning, gave a model to do experiments on classical conditioning, gave a foundation to behaviorism

Unconditioned stimulus (US) – in classical conditioning, a stimulus that unconditionally – naturally and automatically – triggers a response

Unconditioned response (UR) – in classical conditioning, the unlearned, naturally occurring response to the unconditioned stimulus (US), such as salivation when food is in the mouth

Conditioned stimulus (CS) – in classical conditioning, an originally irrelevant stimulus that, after association with an unconditioned stimulus (US), comes to trigger a conditioned response

Conditioned response (CR) – in classical conditioning, the learned response to a previously neutral (but now conditioned) stimulus (CS)

Counter conditioning – a behavior therapy procedure that conditions new responses to stimuli that trigger unwanted behaviors; based on classical conditioning, includes exposure therapies and aversive conditioning

Learned taste aversions – avoidance of food with a distinctive taste by an organism that has felt ill after eating food with that taste, the aversion often being learned after a single trial, even if the ill feeling arises many hours after eating the food and is not caused by the food

Rescorla – argued that when two significant events occur close together in time, an animal learns the predictability of the second event

Operant Conditioning – a type of learning in which behavior is strengthened if followed by a reinforce or diminished if followed by a punisher

Edward Thorndike – principle called the law of effect

Law of effect – Thorndike’s principle that behaviors followed by favorable consequences become more likely, and that behaviors followed by unfavorable consequences become less likely

#### Instrumental learning – the behavior is instrumental in producing a change in the environment, and that environmental change in turn affects the probability of the behavior that produced it

B. F. Skinner – behaviorist, rejected introspection and studied how consequences shape behavior, Skinner’s Box (operant chamber)

Skinner box – an operant chamber that has a bar or key that an animal presses or pecks to release a reward of food or water, and a device that records these responses

Positive reinforcement – increasing behaviors by presenting positive stimuli, such as food, a positive reinforce is any stimulus that, when presented after a response, strengthens the response

* Praise, attention, affection, money

Negative reinforcement – increasing behaviors by stopping or reducing negative stimuli, such as shock, a negative reinforce is any stimulus that, when removed after a response, strengthens the response (NEGATIVE REINFORCEMENT IS NOT PUNISHMENT)

* Car door slam, baby crying, mom nagging

Omission training – like punishment is used in order to reduce the occurrence of unwanted behavior

Punishment – an event that decreases the behavior that it follows

Shaping – an operant conditioning procedure in which reinforcers guide behavior toward closer and closer approximations for the desired behavior

* Successive approximations

Primary reinforcers – an innately reinforcing stimulus, such as one that satisfies a biological need

* Food, relief from pain, water, affection

Secondary reinforcers - sometimes called a conditioned reinforcer, is a stimulus or situation that has acquired its function as a reinforcer after pairing with a stimulus which functions as a reinforce

* Money, praise, grades, tokens

Premack principle - more probable behaviors will reinforce less probable behaviors

Reinforcement schedules

* Continuous Reinforcement – learning occurs rapidly but goes away rapidly too
* Partial Reinforcement – learning takes longer but becomes extinct slower
* Fixed Ratio – fixed number of responses get reward
* Variable Ratio – unknown number of responses gets reward
* Fixed Interval – get reward at a fixed time
* Variable Interval – time you will receive reward is unknown

Observational learning – learning by observing others

* Modeling – the process of observing and imitating a specific behavior
* Albert Bandura – Bobo’s experiments

Latent Learning – learning that occurs but is not apparent until there is an incentive to demonstrate it

* Edward Tolman – cognitive maps

Hidden learning –

Insight learning – a sudden and often novel realization of the solution to a problem; it contrasts with strategy-based solutions

* Kohler’s monkey’s – chimps using boxes to reach banana

**Language**

Language is intimately connected to cognition

Elements

* Phonemes – in a language, the smallest distinctive sound unit
* Morphemes – in a language, the smallest unit that carries meaning; may be a word or a part of a word (such as a prefix)
* Syntax – the rules for combining words into grammatically sensible sentences in a give language
* Semantics – the set of rules by which we derive meaning from morphemes, words, and sentences in a given language; also, the study of meaning

Language Acquisition – the study of the processes through which learners acquire language

* First Stage – the babbling stage, at about 4 months, the stage of speech development in which the infant spontaneously utters various sounds at first unrelated to the household language
* Second Stage – the one-word stage, the stage in speech development, from about age 1 to 2, during which a child speaks mostly in single words
* Third Stage – the two-word stage, beginning about age 2, the stage is speech development during which a child speaks mostly two-word statements, telegraphic speech

Controversy in language acquisition

* Behaviorists – learned language by 3 methods – imitation, reinforcement, association
* Noam Chomsky – Language Acquisition Device Theory

Language and Cognition

* Benjamin Whorf – language determines the way we think, Linguistic Relativity hypothesis, language comes from culture

**Thinking and Creativity**

Concepts – a mental grouping of similar objects, events, ideas, or people

Prototypes – a mental image or best example of a category

Mental Set – a tendency to approach a problem in a particular way, often a way that has been successful in the past

Problem Solving

* Algorithm – a methodical, logical rule or procedure that guarantees solving a particular problem
* Heuristics – a simple thinking strategy that often allows us to make judgments and solve problems efficiently, usually speedier but also more error-prone
  + Availability heuristics – estimating the likelihood of events based on their availability in memory
  + Representativeness heuristics – judging the likelihood of things in terms of how well they seem to represent, or match, particular prototypes; may lead one to ignore other relevant information

Overconfidence – the tendency to be more confident that correct – to overestimate the accuracy of one’s beliefs and judgments

Belief bias – the tendency for one’s preexisting beliefs to distort logical reasoning, sometimes by making invalid conclusions seem valid, or valid conclusions seem invalid

Belief perseverance – clinging to one’s initial conceptions after the basis on which they were formed has been discredited

Impediments to Problem Solving –

* Functional Fixedness – the tendency to think of things only in terms of their usual functions
* Confirmation bias – a tendency to search for information that confirms one’s preconceptions
* Framing –the way an issues is posed; how an issue is framed can significantly affect decisions and judgments

**Intelligence**

Creativity

* Correlation = 120
* V.I.I.C.E. = Venturesome, Intrinsic Motivation, Imaginated Thinking skills, Creative environment, Expertise

Test Construction

* Standardization – defining meaningful scores by comparison with the performance of a pretested standardization group
* Reliability – the extent to which a test yields consistent results
  + Test and Retest reliability – retest people using either the same test or another form of it, then if the two scores generally agree, or correlate, the test is reliable
  + Split-Half reliability – split a test in half and see whether scores derived from odd and even questions agree
* Validity – the extent to which a test measures or predicts what it is supposed to
  + Content validity – the extent to which a test samples the behavior that is of interest
  + Predictive validity – the success with which a test predicts the behavior it is designed to predict

Measures of Intelligence

* The Binet-Simon intelligence scale – its purpose was to identify French schoolchildren needing special attention
* Lewis Terman – adapted some of Binet’s original items, added others, established new age norms, and extended the upper end of the test’s range from teenagers to “superior adults”
  + Stanford-Binet Test – the widely used American revision of Binet’s original intelligence test

Intelligence Quotient (IQ) – defined originally as the ratio of mental age (ma) to chronological age (ca) multiplied by 100 (thus, IQ = ma/ca x 100)

David Wechsler and WAIS-R – the WAIS-R is the most widely used intelligence test; contains verbal and performance (nonverbal) subtests

IQ Scores and levels of intelligence

* High = over 135, Low = under 80
* Mental Retardation – Mild = 50-70, Moderate = 35-49, Severe = 20-34, Profound = under 20

Spearman’s two-factor theory

* General Intelligence – a g-factor that underlies specific mental abilities and is therefore measure by every task on an intelligence test
* Factor Analysis – a statistical procedure that identifies clusters of related items on a test

Thurstone’s primary mental abilities – our intelligence may be broken down into seven factors: word fluency, verbal comprehension, spatial ability, perceptual speed, numerical ability, inductive reasoning, and memory

Fluid and Crystallized intelligence – one’s ability to reason speedily and abstractly; tends to decrease during late adulthood, one’s accumulated knowledge and verbal skills; tends to increase with age

Sternberg’s Triarchic theory – our intelligence is best classified into three areas that predict our real-world success: analytical, creative, and practical

Gardner’s seven intelligences –

* Linguistic [Poet]
* Logical-mathematical [Scientist]
* Musical [Composer]
* Spatial [Artist]
* Bodily-kinesthetic [Dance]
* Intrapersonal (self) [Psychiatrist]
* Interpersonal (other people) [Leader]
* Naturalist\* [Naturalist]

**Treatment of Psychological Disorders**

Insight Therapies – Humanistic and Psychodynamic Therapies

Psychoanalytic Therapy (Sigmund Freud) – bring repressed feelings into conscious awareness where the patient can deal with them

* Free Association – a method of exploring the unconscious in which the person relaxes and says whatever comes to mind, no matter how trivial or embarrassing
* Transference – the patient’s transfer to the analyst of emotions linked with other relationships
* Catharsis – emotional release, the catharsis hypothesis maintains that “releasing” aggressive energy relieves aggressive urges
* Positive – ego strength, introspection, capacity for interpersonal relationships
* Negative – expensive, long lasting, hard to prove wrong

Humanistic Therapy (Carl Rogers) – boost self-fulfillment by helping people grow in self-awareness and self acceptance

* Unconditional Positive Regard – an attitude of total acceptance toward another person
* Person Centered Therapy (Nondirective therapy) – the therapist uses techniques such as active listening within a genuine, accepting, empathic environment to facilitate clients’ growth

Gestalt Therapy (Fritz Perls)

* Reveal unconscious (psychoanalytic), getting in touch with how you feel (humanistic)
* Empty Chair Therapy – role playing

Cognitive Therapies (Albert Ellis) – teaches people new, more adaptive ways of thinking and acting

* Rational Emotive Therapy – a form of therapy in which a patient is asked to reject irrational attitudes and assumptions in order to deal effectively with stressful situations
  + ABCs of RET – Activating Event, Belief about the event, Consequence of the belief
* Cognitive Therapy for Depression (Aaron Beck) – Make the automatic negative thoughts into automatic positive thoughts
* Cognitive Behavior Therapy – an integrated therapy that combines cognitive therapy (changing self-defeating thinking) with behavior therapy (changing behavior)

Group Therapy

* Family therapy – treats the family as a system, attempts to guide family members toward positive relationships and improved communication
* Encounter groups - emphasizes verbal interaction, games, and other activities that encourage open displays of approval, criticism, affection, dislike, and even anger and tears, rather than the tact and inhibition of emotional expression that ordinarily govern our social behavior
* Self-Help groups - mutual help, mutual aid, or support groups, are groups of people who provide mutual support for each other

Behavior Therapy – applies learning principles to the elimination of unwanted behaviors

* Classical Conditioning
  + Counter Conditioning – conditions new responses to stimuli that trigger unwanted behaviors
    - Exposure therapies – systematic desensitization, treat anxieties by exposing people to things they fear and avoid
    - Systematic Desensitization – associates a pleasant relaxed state with gradually increasing anxiety-triggering stimuli (commonly used to treat phobias)
    - Aversive condition – associates an unpleasant state with an unwanted behavior
* Operant Conditioning
  + Token economy – people earn a token of some sort for exhibiting a desired behavior and can later exchange the tokens for various privileges or treats

Biomedical Therapy

* Anti-anxiety Drugs – Valium, Xanax – calm system down, Autonomic Nervous System
* Antidepressants – Prozac, Paxil, Zoloft – Serotonin Reuptake inhibitors, Monoamine inhibitors
* Bipolar Medication – Lithium – Unknown how it works, mood stabilizers
* Antipsychotics
  + Positive Symptoms – Chlorprozamine (Thorazine) – Blocks Dopamine Reception
  + Negative Symptoms – Clozapine – mood stabilizer
* Psychosurgery – Lobotomy – cutting of nerves connecting the frontal lobe with your emotion center

**Abnormal Psychology**

Four Categories – Anxiety, Somatoform, Dissociative, and Personality

Anxiety Disorders – psychological disorders characterized by distressing, persistent anxiety or maladaptive behaviors that reduce anxiety

* Panic Disorder – marked by unpredictable minutes-long episodes of intense dread in which a person experiences terror and accompanying chest pain, choking, or other frightening sensations
* Phobias – marked by a persistent, irrational fear and avoidance of a specific object or situation
* Generalized anxiety Disorder – which a person is continually tense, apprehensive, and in a state of autonomic nervous system arousal
* Obsessive-Compulsive Disorder – characterized by unwanted repetitive thoughts (obsessions) and/or actions (compulsions)
* Post-Traumatic Stress Disorder – characterized by haunting memories, nightmares, social withdrawal, jumpy anxiety, and/or insomnia that lingers for four weeks or more after a traumatic experience

Somatoform Disorders - characterized by physical symptoms representing specific disorders for which there is no organic basis or known physiological cause

* Hypochondriasis – characterized by fears that minor bodily symptoms may indicate a serious illness, constant self-examination and self-diagnosis, and a preoccupation with one's body
* Conversion Disorder – a condition where patients present with neurological symptoms such as numbness, paralysis, or fits, but where positive physical signs of hysteria can be found (anxiety in form of body gestures)

Dissociative Disorders – disorders in which conscious awareness becomes separated (dissociated) from previous memories, thoughts, and feelings

* Psychogenic Amnesia – also known as functional or dissociative amnesia, is a disorder characterized by abnormal memory functioning in the absence of structural brain damage or a known neurobiological cause
* Fugue – a period during which a person suffers from loss of memory, often begins a new life, and, upon recovery, remembers nothing of the amnesic phase
* Multiple Personality Disorder – a psychiatric diagnosis that describes a condition in which a single person displays multiple distinct identities or personalities(known as alter egos), each with its own pattern of perceiving and interacting with the environment

Mood or Affective Disorders – psychological disorders characterized by emotional extremes

* Major Depression – a person experiences, in the absence of drugs or a medical condition, two or more weeks of significantly depressed moods, feelings of worthlessness, and diminished interest or pleasure in most activities
* Season Affective Disorder (SAD) – experience depression only in certain parts of the year, winter, treated with light therapy
* Bipolar Disorder – the person alternates between the hopelessness and lethargy of depression and the overexcited state of mania

Schizophrenic Disorders – a group of severe disorders characterized by disorganized and delusional thinking, disturbed perceptions, and inappropriate emotions and actions

* Disorganized schizophrenia – a form of schizophrenia characterized by severe disintegration of personality including erratic speech and childish mannerisms and bizarre behavior, irresponsible and unpredictable behaviors, inappropriate moods, word salad, behavior is aimless
* Paranoid schizophrenia – a form of schizophrenia characterized by delusions or (of persecution or grandeur or jealousy); symptoms may include anger and anxiety and aloofness and doubts about gender identity, hallucinations, can be episodic or chronic
* Catatonic schizophrenia – a form of schizophrenia characterized by a tendency to remain in a fixed stuporous state for long periods, episodes of violence
* Undifferentiated schizophrenia – exhibit disordered thinking but no symptoms of one of the other types of schizophrenia
* Causes – most popular ideas is biological, dopamine hypothesis, people with schizophrenia have high dopamine levels, also seems to be genetic predisposition

Personality Disorders – psychological disorders characterized by inflexible and enduring behavior patterns that impair social functioning

* Antisocial Personality Disorder – the person (usually a man) exhibits a lack of conscience for wrongdoing, even toward friends and family members, may be aggressive and ruthless or a clever con artist
* Dependent Personality Disorder – described as an inability to function without significant reliance on a forceful or dominant person providing direction
* Narcissistic – a psychological condition characterized by self-preoccupation, lack of empathy, and unconscious deficits in self-esteem
* Borderline – a condition characterized by a pattern of instability in mood, interpersonal relations, and self-image, and manifested by self-destructive, impulsive, and inconsistent behavior

**Personality** – an individual’s characteristic pattern of thinking, feeling, and acting

Psychoanalytic Perspective (Sigmund Freud)

* Psychosexual stages – the childhood stages of development during which the id’s pleasure-seeking energies focus on distinct erogenous zones
  + Oral (0-18 months) – Pleasure centers on the mouth – sucking, biting, chewing
  + Anal (18-36 months) – Pleasure focuses on bowl and bladder elimination; coping with demands for control
  + Phallic (3-6 years) – Pleasure zone is the genitals; coping with incestuous sexual feelings, Oedipus complex, penis envy
  + Latency (6 to puberty) – Dormant sexual feelings
  + Genital (puberty on) – Maturation of sexual interests
* Iceberg Theory – consciousness is like an iceberg’s visible tip, the id is totally unconscious, but ego and superego operate both consciously and unconsciously
* Id – contains a reservoir of unconscious psychic energy that strives to satisfy basic sexual and aggressive drives, operates on the pleasure principle, demanding immediate gratification
* Ego – the largely conscious part of personality that mediates among the demands of the id, superego, and reality, operates on the reality principle, satisfying the id’s desires in ways that will realistically bring pleasure rather than pain
* Superego – the part of personality that represents internalized ideals and provides standards for judgment (the conscience) and for future aspiration
* Pleasure Principle – an automatic mental drive or instinct seeking to avoid pain and to obtain pleasure
* Defense mechanisms – the ego’s protective methods of reducing anxiety by unconsciously distorting reality
  + Repression – banishes anxiety-arousing thoughts, feelings, and memories from consciousness
  + Regression – an individual faced with anxiety retreats to a more infantile psychosexual stage, where some psychic energy remains fixate
  + Reaction Formation – the ego unconsciously switches unacceptable impulses into their opposites, thus people may express feelings that are opposite of their anxiety-arousing unconscious feelings
  + Projection – people disguise their own threatening impulses by attributing them to others
  + Rationalization – offers self0justifying explanations in place of the real, more threatening, unconscious reasons for one’s actions
  + Displacement – shifts sexual or aggressive impulses toward a more acceptable or less threatening object or person, as when redirecting anger toward a safer outlet
* Gender Identification – one’s sense of being male or female
* Jung – collective unconscious – a shared, inherited reservoir of memory traces from our species’ history
* Freud’s dissenters – accepted the idea of id, ego, superego, levels of unconscious, didn’t believe more to the unconscious, driving force (social interaction and love is more important than sexual)
* Evaluating Unconscious
  + Thematic Apperception Test (TAT) – a projective test in which people express their inner feelings and interest through the stories they make up about ambiguous scenes
  + Rorschach inkblot test – the most widely used projective test, a set of 10 inkblots, designed by Hermann Rorschach; seeks to identify people’s inner feelings by analyzing their interpretation of the blots

Trait Perspective (Gordon Allport) – not formed, just description of personality, conscious life

* Trait – a characteristic pattern of behavior or a disposition to feel and act, as assessed by self-report inventories and peer reports
* Personality inventory – a questionnaire (often with true-false or agree-disagree items) on which people respond to items designed to gauge a wide range of feelings and behaviors; used to assess selected personality traits
* Minnesota Multiphasic Personality Inventory (MMPI) – the most widely researched and clinically used of all personality tests, originally developed to identify emotional disorders (still considered its most appropriate use), this test is now used for many other screening purposes
* Big Five (OCEAN)
  + Openness: practical or imaginative
  + Conscientiousness: careful or careless
  + Extraversion: shy or sociable
  + Agreeableness: trusting or suspicious
  + Neuroticism: anxious or calm

Humanistic Perspective (Carl Rogers, Abraham Maslow)

* Self Actualization –the ultimate psychological need that arises after basic physical and psychological needs are met and self-esteem is achieve; the motivation to fulfill one’s potential
* Hierarchy of Needs – Maslow’s pyramid of human needs, beginning at the base with physiological needs that must first be satisfied before higher-level safety needs and then psychological needs become active
* Unconditional Positive Regard – *See in Treatment of Psychological Disorders – Humanistic Therapy*
* Self Serving Bias – a readiness to perceive oneself favorably
* Self-Esteem – one’s feelings of high or low self-worth

Social Cognitive Theory (Albert Bandura)

* Reciprocal Determinism – the interacting influences between personality and environmental factors, thinking style, behavior, environment forming together
* Learned Helplessness – the hopelessness and passive resignation an animal or human learns when unable to avoid repeated aversive events
* Optimism vs. Pessimism
  + Attributional Style